



OFFICE OF SMALL BUSINESS PROGRAMS NEWSLETTER

JUNE 2007 VOLUME 1, ISSUE 1

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AA'S CORNER

Greetings!
Welcome to
the new

NASA Office of Small Business Programs (OSBP) quarterly newsletter. The purpose of the newsletter is to celebrate and highlight small business success stories, share best practices, and keep you informed of current small business policy and upcoming events.

Since joining OSBP in September 2006, my commitment has been to champion the cause of small business at NASA and improve the NASA Small Business Scorecard by developing pertinent agency policies and procedures,

enhancing communications among all stakeholders, and changing the perception of small business in the acquisition process.

Recently OSBP hosted our inaugural NASA Small Business Improvement Plan (SBIP) Meeting at NASA Headquarters in Washington, DC. Each NASA center and the NASA Shared Service Center attended the SBIP meeting where we collaborated to identify three initiatives that will help improve the NASA Small Business Scorecard and improve our rating from red to yellow, and eventually, to green.

I believe that you will find the newsletter to be informative and useful in the work that you do for small business.

If you have a success story that you would like to share and feel would be beneficial to others in the small business community, you may send your story to smallbusiness@nasa.gov.

Sincerely,
Glenn A. Delgado
Assistant Administrator
NASA Office of Small Business Programs

MEET THE STAFF OF THE OSBP

SPECIAL POINTS OF INTEREST:

- SEWP - 57% of GWACs Awarded to Small Businesses
- Small Business awards and recognition
- "Top 10" NAICS Codes by NASA Center
- NASA-funded Outreach Program

The OSBP office is a team of eight staff members committed to providing excellence in service and information to the small business community.

MEET THE OSBP STAFF:

Glenn A. Delgado,
Assistant Administrator

Tara Wilson, Executive Assistant

Eleanor N. Chiogioji, Program
Manager for Space Operations
Centers

Sonja Farrell, Management Analyst

David B. Grove, Program Manager
for Science Centers

Shirley Perez, Program Manager
for Aeronautics Centers

Truphelia M. Parker, Scheduler
(Contractor)

Tabi Tepfer, Program Analyst
(Contractor)

To contact our office, you may
call (202) 358-2088 or email us at
smallbusiness@nasa.gov.



We mean business for small business!

SEWP ANNOUNCEMENT OF GWAC

By Joanne Woytek
SEWP Program Manager
NASA Goddard Space Flight
Center (GSFC)

NASA awarded 45 commercial, fixed price, indefinite delivery, indefinite quantity contracts to 37 vendors under the Solutions for Enterprise-Wide Procurement IV (SEWP IV) on May 1, 2007. The twenty-one small business companies include six service-disabled veteran-owned small businesses (SDVOSB), three woman-owned businesses, and three 8(a) firms.

SEWP (pronounced soup) is a Government-Wide Acquisition Contract (GWAC) vehicle that

offers a wide range of advanced technology UNIX, Linux, and Windows-based high-end computing systems, servers, and desktops, along with peripherals, network equipment, storage devices, security tools, software, and other IT products and solutions to all federal agencies and authorized federal agency contractors.

Every major federal agency, including NASA and the Departments of Defense, Veterans Affairs, and Justice, utilize the SEWP contract vehicles. NASA's Goddard Space Flight Center administers the contracts as well as the program office, the SEWP Business Operations and Workstation

Laboratory (BOWL), that processes orders issued by user agencies and that provides pre- and post-order customer service. The period of performance for each of the contracts is seven years. The maximum amount of supplies or services that may be ordered is \$5.6 billion per contract.

For more information contact:

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<http://www.sewp.nasa.gov>



THE NUMBERS

- \$5.6 Billion
- 45 Contracts
- 37 Prime Contractors
- 23 Small Businesses (Prime)
- 9 Veteran-Owned Small Business
- 6 Service-Disabled Veteran-Owned Small Businesses

57% of GWACs
Awarded to
Small Businesses

SEWP IV SELECTED CONTRACTS

Class	Contract #	Contract Holder	Procurement Preference
CATEGORY A (Computer Systems)			
1	NNG07DA11B	Force 3	Small Minority-Owned
	NNG07DA10B	James River Technical	Small
	NNG07DA08B	GMRI	
	NNG07DA09B	UNISYS	
2	NNG07DA12B	IBM	
	NNG07DA13B	UNISYS	
3	No Selected Contracts		
4	NNG07DA14B	SGI Federal, Inc.	
5	NNG07DA15B	Dell	
	NNG07DA18B	Force 3	Small Minority-Owned
	NNG07DA17B	Hewlett Packard (HP)	
	NNG07DA16B	MPC-G	Small Disadvantaged, 8(a)
SMALL BUSINESS SET-ASIDE (Support Equipment)			
6	NNG07DA22B	Blue Tech, Inc.	Small Woman-Owned
	NNG07DA24B	CounterTrade Products (CTP)	Small Disadvantaged 8(a)
	NNG07DA26B	FCN Technology Solutions	Small Woman-Owned
	NNG07DA30B	GC Micro	Small Woman-Owned, Minority-owned
	NNG07DA28B	Intelligent Decisions	Small Minority-Owned
	NNG07DA27B	iGov	Small
	NNG07DA20B	Immix	Small
	NNG07DA23B	Merlin	Small Disadvantaged Vet-Owned
	NNG07DA25B	Red River	Small
	NNG07DA21B	Sword and Shield	Small Veteran-Owned
	NNG07DA29B	Technica	Small Disadvantaged Vet-Owned
	NNG07DA19B	TKC Integration	Small Disadvantaged 8(a) ANC
SDVOSB SET-ASIDE (Support Equipment)			
9	NNG07DA46B	Alvarez Associates	SDVOSB
	NNG07DA43B	FedStore	SDVOSB
	NNG07DA47B	GovWare	SDVOSB
	NNG07DA42B	i3	SDVOSB
	NNG07DA45B	Knight Point	SDVOSB
	NNG07DA44B	Three Wire	SDVOSB
CATEGORY B NON-SET-ASIDE(Support Equipment)			
7	NNG07DA31B	Apptis	
	NNG07DA35B	CDW*G	
	NNG07DA32B	GovConnection	
	NNG07DA33B	GTSI	
	NNG07DA36B	Presidio Corp.	
	NNG07DA34B	UNISYS	
8	NNG07DA39B	Apptis	
	NNG07DA40B	CounterTrade Products (CTP)	Small Disadvantaged 8(a)
	NNG07DA38B	GovConnection	
	NNG07DA37B	SoftChoice Corp.	
	NNG07DA41B	World Wide technology	
10	NNG07DA48B	Best Buy, Gov LLC	
	NNG07DA49B	GTSI	
11	NNG07DA50B	CounterTrade Products (CTP)	Small Disadvantaged 8(a)
	NNG07DA51B	Lanier	
	NNG07DA52B	Westwood	
As always, if you have any questions, please call the SEWP HelpLine at 301-286-1478 or send e-mail to help@sewp.nasa.gov			
Updated: Fri, March 30, 2007			



JPL BUSINESS OPPORTUNITIES MANAGER RECEIVES LEGACY AWARD

Thomas H. May, Manager of the Business Opportunities Office and Supplier Diversity Program at NASA's Jet Propulsion Laboratory in Pasadena, CA, was presented the 2007 Legacy Award by the U.S. Small Business Administration's Los Angeles District Office Director Alberto Alvarado.

The Award which recognized May's work in increasing contracting to small, minority, and women-owned businesses was presented on March 6, during the 19th Annual JPL High-Tech Conference for Small Business. Over 1,000 people attended the

conference, held at the Radisson Hotel near Los Angeles International Airport, to network and form teaming relationships.

For the past 19 years, May successfully brought together prime contractors; corporate, federal, state, and city government representatives; and the small business community to discuss potential contracting and subcontracting opportunities.

JPL's Supplier Diversity Program assists small, minority, woman- and veteran-owned

businesses. The program's major goal is to increase the maximum number of procurement actions and dollars awarded to small businesses each year.

For more information on the Business Opportunities Office, visit:

<http://acquisition.jpl.nasa.gov/boo>

Congratulations Tom!



JPL's Thomas May, Manager of the Business Opportunities Office and Supplier Diversity Program.

2007 SMALL BUSINESS IMPROVEMENT PLAN MEETING



In response to the U.S. Small Business Administration (SBA) and the Office of Management and Budget's (OMB) Office of Federal Procurement Policy, The NASA Office of Small Business Programs (OSBP) recently hosted its inaugural Small Business Improvement Plan Meeting April 17-18, 2007, at NASA Headquarters in Washington, DC.

The objective of the meeting was to identify three NASA-wide initiatives that the OSBP could undertake to improve the NASA Small Business Scorecard from red to yellow, and, eventually, to green.

To make this collaboration as effective as possible, Center Directors were requested to identify representatives from their Procurement Office, Small Business Office, and technical organization. Each Mission Directorate was also asked to designate a representative for the meeting.

The three initiatives identified at the 2007 SBIP are as follows: *Ensure Accurate Reporting and Data:* Establish a standardized method for accurate data input and retrieval; *Improve Actuals and Goals:* Increase the use of set-aside authorities to meet at least two

additional socio-economic goals and improve performance on one other unmet prime goal; take on a more proactive practice to meet subcontracting goals; and *Obtain Management Commitment:* Demonstrate management commitment to the Small Business Program by inserting standard small business performance evaluation criteria into the performance appraisal for NASA acquisition personnel; require performance evaluation procedures for prime contractors related to small business subcontracting.

For additional information on the SBIP call (202) 358-2088 or email smallbusiness@nasa.gov.

Small Business Initiatives:

- Ensure Accurate Reporting and Data
- Improve Actuals and Goals
- Obtain Management Commitment

2007 NASA SMALL BUSINESS PROGRAM AWARD

The National Aeronautics and Space Administration (NASA) Small Business Advocates Awards Ceremony is an annual awards program developed by the NASA Office of Small Business Programs (OSBP) to recognize outstanding performance throughout the agency to develop, plan, and implement innovative practices in support of the agency's small business program.

The Awards are presented in three categories: (1) Center

Level Awards, (2) Agency Level Awards, and (3) Agency Level Awards to Individuals (Selected from Center Level Award winners):

Center Level Award
SB of the Year
LB of the Year

SB Subcontractor of the Year

Agency Level Award
SB of the Year
LB of the Year
SB Subcontractor of the Year

Agency Level Individual Award
SB Specialist of the Year
Procurement Person (or Team) of the Year
Technical Person (or Team) of the Year
Program Manager (or Team) of the Year

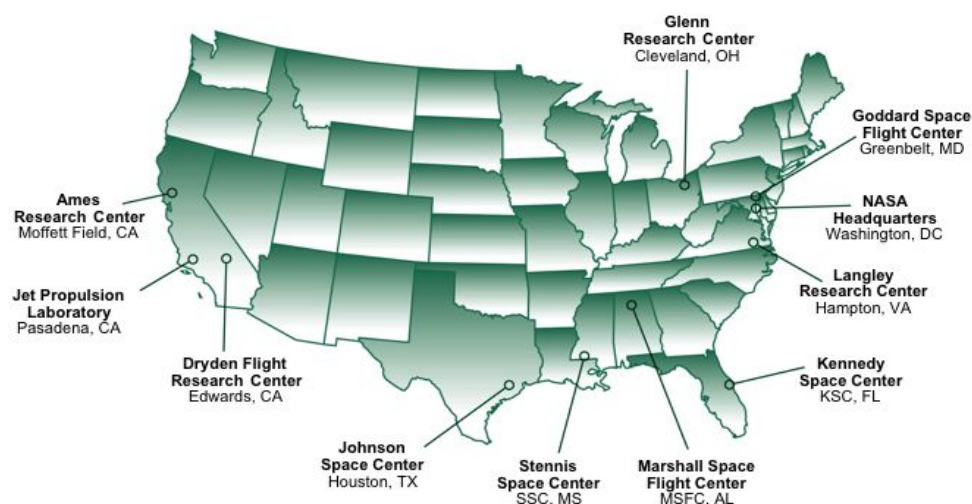
Stay tuned for more information!



HOW TO DO BUSINESS WITH NASA

NASA's ten Centers have Small Business Specialists who are members of the NASA Small Business Specialists Council. The Small Business Specialists are ready to assist those in the small business community who are interested in doing business with NASA.

For more information, visit the NASA small business website at <http://www.osdbu.nasa.gov/>.



SBIR UPDATE

By Carl Ray
SBIR/STTR Program
Executive, NASA

NASA is one of the eleven federal departments and agencies that meet the requirements for implementing the Small Business Innovative Research (SBIR)/ Small Business Technology Transfer (STTR) Program.

The NASA SBIR/STTR Program, as implemented under the Innovative Partnerships Program (IPP) Office, provides an opportunity for small, high technology companies and research institutions to participate in government-sponsored R&D efforts in key technology areas. The SBIR/STTR Program also serves to add value to NASA through its innovative research activities, the results of

which support NASA missions as well as provide consumer benefits to the public at large. NASA's research and development interests cover the entire aerospace spectrum. Major areas of interest include Exploration Systems, Space Operations, Science, and Aeronautics Research.

NASA seeks innovative technologies/concepts that meet the critical technology needs of existing NASA programs and projects and have the potential for non-NASA commercial applications. Innovations may exploit scientific breakthroughs or take shape as concepts of emerging technologies or novel applications of existing technologies.

The NASA SBIR/STTR program provides an additional pathway for these purposes through

additional IPP facilitation and synergistic initiatives. NASA SBIR/STTR research and technology areas of need are identified annually by NASA Mission Directorates. The technology needs are explicitly described in the topic and subtopic descriptions developed by technical experts at NASA's Centers. The annual solicitation is structured such that SBIR/STTR investments are complementary to other Mission Directorate technology acquisition or development investments. The range of technologies is broad, and the list of topics and subtopics may vary in content from year to year.



REVOLUTIONARY ACNE DEVICE GETS FDA APPROVAL

By Bob Mitchell
Executive Director
Bay Area Houston Economic
Partnership
Space Alliance Technology
Outreach Program

A revolutionary skin care device that was developed with help from a NASA-funded outreach program has received Food & Drug Administration (FDA) approval, and the demand for the innovative tool is already exceeding supply.

Genetic engineering company Tyrell, Inc. created the Zeno to quickly eliminate acne with a zap of heat to kill bacteria, an alternative to painful cortisone injections. Tyrell turned to the Space Alliance Technology Outreach Program (SATOP) for assistance to improve the Zeno's heating element. SATOP provides free assistance to small businesses facing technical challenges.

"The Zeno was designed to heat the acne-infected area," said Robert Conrad, Tyrell founder and majority owner. "The controller unit heats a rod to a significant temperature, resulting in reduced bacteria. But I wasn't satisfied with the cumbersome and costly heating element and wanted to find a better solution."

Conrad then contacted the Bay Area Houston Economic Partnership, which administers SATOP in Texas. He submitted a Request for Technical Assistance (RTA) and was paired with thermal engineer Allen Saad with SATOP Alliance Partner The Boeing Company.

Accommodating Conrad's request for a simple and inexpensive solution, Saad recommended a new design resistant to oils and acids. That design adhered to Tyrell's size, shape and power specifications. Saad's recommendations also addressed cost efficiency, reducing the cost of the heating element by as much as 20 cents per unit.

Zeno was green-lighted by the FDA as the first acne home-treatment device. Demand for the product has already exceeded the supply, with Zeno being sold nationwide through Walgreens.

"Working with Boeing Engineer Allen Saad gave us a whole new perspective on our approach to the solution," said Conrad. SATOP's assistance also accelerated the product development process. Since working with SATOP, "we were able to bring Zeno from concept to sale in one year,"

said Wally Klemp, Tyrell president and CEO, who added, "That speed is virtually unheard of in the medical device market. SATOP helped us jump some of our biggest hurdles in developing and successfully marketing the Zeno."



About SATOP

The NASA-funded Space Alliance Technology Outreach Program (SATOP) provides small-businesses with free technical assistance through the expertise of the U.S. Space Program, as well as aerospace contractors, NASA field centers, universities and colleges. These organizations join SATOP as Space Alliance Partners and donate time and expertise to help solve technical challenges for small businesses. Platinum level Space Alliance Partners include AJT & Associates, Lockheed Martin, TEAM Specialty Products, and The Boeing Company. For more information about SATOP, or to request technical assistance, please visit www.SpaceTechSolutions.com.

TO SUBMIT AN ARTICLE

The Office of Small Business Programs (OSBP) Newsletter is the quarterly electronic publication of the NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 750-1,000 words in length. Articles that were printed elsewhere

cannot be reprinted in the OSBP Newsletter without written permission from the original printing source.

Do you have a small business success story that could inspire small business collaboration and advocacy?

If so, tell us about it. Send your 'Success Story' to smallbusiness@nasa.gov.



SUCCESS STORY SUBMISSION SCHEDULE :

<u>Deadline</u>	<u>Published</u>
April 30th	June
July 31st	September
October 31st	December
January 31st	March

NASA LENDS SMALL BUSINESSES A HAND

BY CHRISTINA REXRODE
St. Petersburg Times

Is your small business facing a problem only a rocket scientist can solve? Lucky for you, NASA's SATOP program can help.

Ed Kozlowski Jr. didn't want to shutter his beloved glass studio just because his electric bills were soaring.

But Kozlowski, who runs Budda Belly Glass Studio, was shelling out almost \$2,000 a month to power his glass-blowing furnace, which is attached to the back of his Pinellas Park house. He knew he needed a stronger type of insulation for the furnace, but couldn't find anything that did the job.

He needed a rocket scientist.

And fortunately, the premier depository of rocket scientists -- the U.S. space program -- was willing to help.

The Space Alliance Technology Outreach Program, or SATOP for short, connects small businesses that face technological problems with experts who try to solve them. After a com-

pany submits a request for help, SATOP matches it with a scientist or engineer from a NASA center or a connected university or company, such as the University of Central Florida or Lockheed Martin.

SATOP, with offices in Florida, Texas, New Mexico and New York, is funded by NASA headquarters in Washington. But the brainpower comes free of charge: Scientists will volunteer up to 40 hours to figure out a company's problem.

"There's no catch," said Chris Gilfriche, who runs SATOP's Florida division in Melbourne. "We're just here to help."

SATOP helped Kozlowski, for instance, by recommending an insulation called FiberFrax, which isn't sold in the home-improvement stores he had been scouring.

He estimates that he's saving \$300 to \$400 a month on his electric bill as a result.

"If it's good enough for the shuttle, it's good enough for my furnace," Kozlowski said.

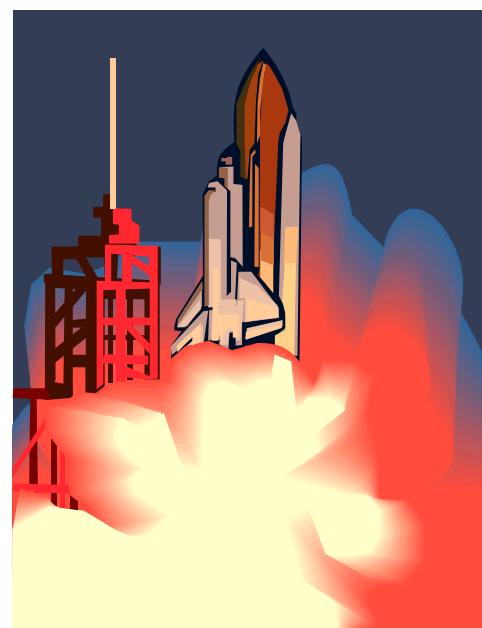
For all its altruism, the 12-year-old SATOP also serves as

a PR campaign, demonstrating that NASA has worthy effects outside the confines of space exploration -- besides the old Velcro and Gore-Tex examples.

"The thought process is that you as a taxpayer have contributed a lot of money to get NASA started, and now it's an opportunity for NASA to give back," said Mike Monahan, a vice president at the Upper Tampa Bay Regional Chamber of Commerce. He's recommended SATOP to about a dozen companies.

Added Gilfriche: "We're trying to make people understand that the space program is more than launching a shuttle once in a while."

This article reprinted courtesy of the MiamiHerald.com.



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NASA Office of Small Business Programs

OUR VISION

The vision of the NASA Office of Small Business Programs is to integrate all categories of small businesses (small businesses, small disadvantaged businesses, woman-owned small businesses, veteran- and service-disabled veteran-owned small businesses, Historically Underutilized Business Zone small businesses, and minority serving institutions) into the competitive base of contractors from which NASA and its Centers regularly purchase goods and services.